SmartWay Transport Partnership

The US Environmental Protection Agency

The Smart Way To Save Fuel, Money and the Environment





Background

Background

Currently, truck and rail:

- Travel over 200 billion miles
- Consume over 35 billion gallons of fuel
- Account for nearly 20% of transportation related energy use
- Produce approximately 350 million metric tons of CO₂
- Will increase usage dramatically over next decade

2003
35 Billion Gallons

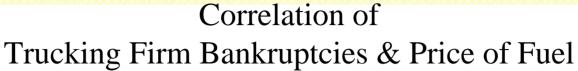


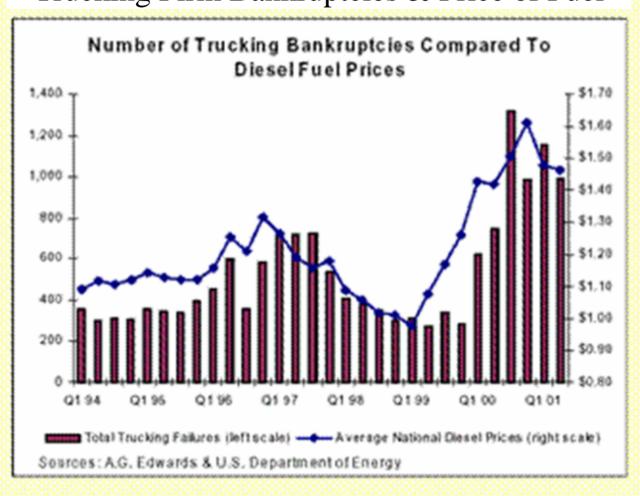


2012

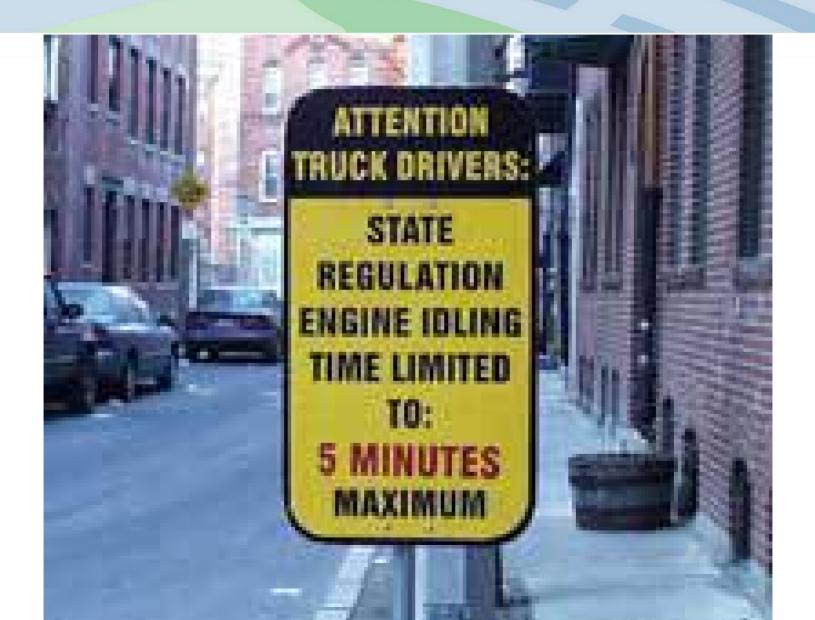
45 Billion Gallons

Survival of the Fittest

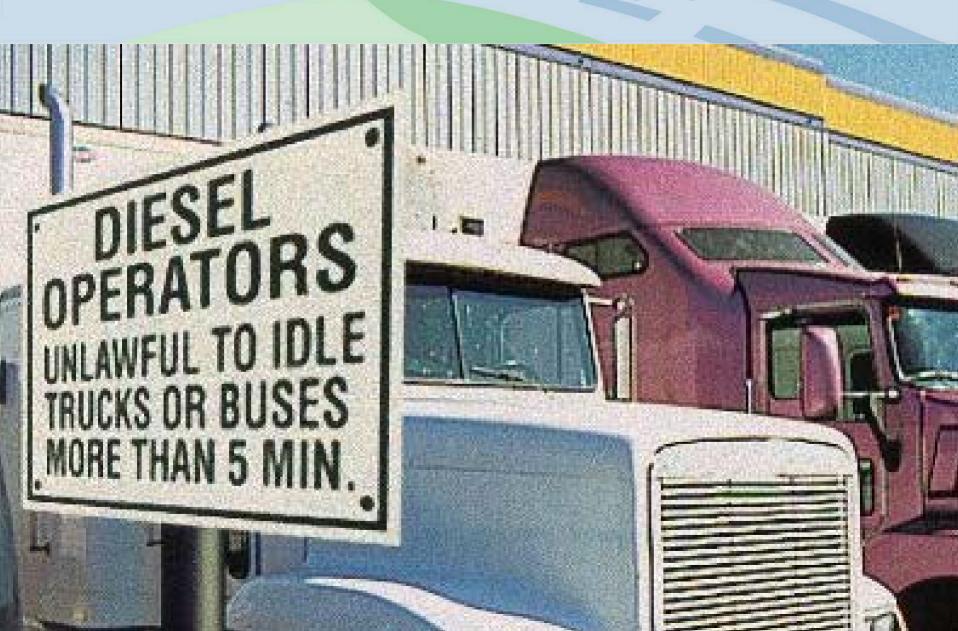




The Rules are Changing



The Rules are Changing



The Partnership

How did SmartWay Transport Partnership begin?

Freight carrier goals

- Reduced fuel consumption
- Public recognition
- Better public image
- Better relationship with government



EPA goals

- Reduced CO2 emissions
- Improve energy security
- Better relationship with the freight industry

Freight shipper goals

- Better understanding and control of supply chain & transportation foot print
- New ways to promote corporate citizenship and sustainable business practices

SmartWay Transport Partnership

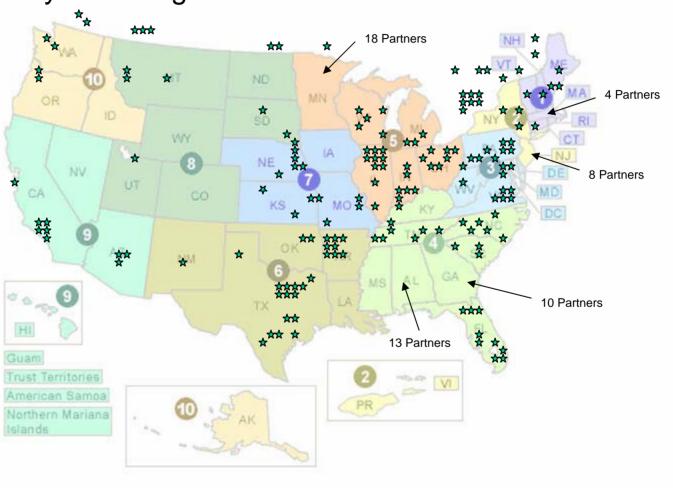
- Voluntary Partnership w/ground freight industry
- Opportunity for companies to enhance performance of freight operations & supply chains
- Emission Reduction Goals
 - 150 million barrels of oil each year (12 million cars off the road)
 - 33-66 million metric tons CO₂ annually by 2012
 - 200,000 tons NOx annually, plus PM and air toxics reductions
- Three main SmartWay Transport components:
 - Idle Reduction Projects
 - Rail & Intermodal Improvements
 - Corporate Partnerships

SmartWay Transport Partners



SmartWay Transport Partners (as of 11/10/05)

Headquarters locations of 251 SmartWay Transport Partners by EPA Region



Who can Partner with SmartWay Transport?

Carriers: any size trucking firm

- Baseline performance of fleet & commit to improve efficiency w/in 3 years
- Earn logo with 40% CO₂ efficiency rating

Shippers: hire contract carriers

- Baseline freight shipped, commit to improve performance within 3 years
- Earn logo with 50% freight shipped (effectively) via SmartWay Carriers

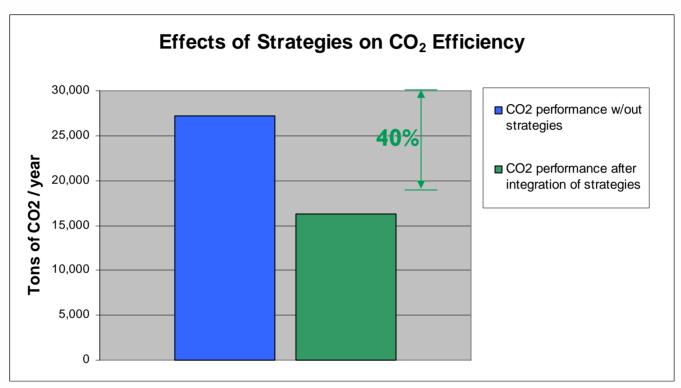
Logistics (3PLs): contracted by shippers

- Same as Shippers
- Earn logo with 5% freight shipped or 20 new contract carriers per year

Affiliates: trade associations, NGOs, etc.

- Promote goals of Partnership, help market Partner efforts and successes

What is Superior Environmental Performance?





Effect of adding strategies:

- **Speed** @ **62** mph
- Eliminate Idling
- Intermodal use
- Auto tire inflation
- Synthetic lubes

- Aerodynamics
- Double trailers
- Weight reduction
- Super single tires
- Engine upgrades

Technologies and Strategies

What are the Carriers doing?

Carriers adopt fuel efficient technologies and strategies:

- Idle reduction
- Improved aerodynamics
- Improved freight logistics
- Automatic tire inflation
- Driver training
- Advanced lubricants
- Weight Reduction
- Speed Control
- Etc.









Direct-Fired Bunk Heaters





Auxiliary Power Units





Single Wide Tires



Trailer Aerodynamics





Trailer Aerodynamics

Gap Fairing



Rear Fairing



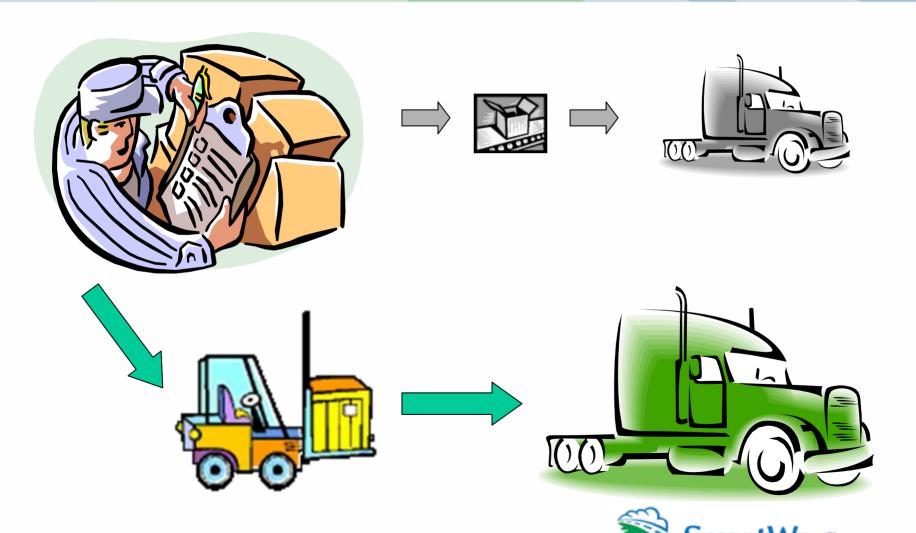
Belly Fairing

What are the Shippers doing?

Shippers implement facility and operational measures to improve efficiency:

- Intermodal shipping
- Pick-up & delivery scheduling
- Full truck loads
- Preferential docking
- Warehouse improvements
- Electric forklifts
- Driver comfort stations
- Idle-reduction at docks
- Etc.

Shipping more freight with SmartWay Transport Carriers



Intermodal Shipping



Facility and Equipment Improvements









No-Idling Polices at Loading Facilities





THANK YOU FOR HELPING US WORK TOWARDS A CLEANER ENVIRONMENT.

Marketing the Benefits of the Partnership

Partnership Benefits

- Better information about Transportation Footprint
- Carriers gain competitive advantage
- Opportunities to demonstrate corporate citizenship
- Enhanced public relations value for Partners qualifying to use the SmartWay Transport Partner logo
- Media coverage in print media, broadcast
- Partners' achievements highlighted in press events,
 Partner recognition events
- Highlight Partners' case studies, company profiles
- Marketing tools for Partners
- www.epa.gov/smartway

US and Canada MOU Signing Ceremony, 9/14/05



Advertising in numerous Trade Publications



PSA Campaign

SHIP SMARTER



An environmentally appealing way to transport goods that's also deliciously profitable.

SmartWay Transport helps shippers and for-hire carriers lower greenhouse gases and other emissions, while at the same time giving the average truck a fuel savings of \$2,000 per year.

To find out more about this new partnership, call for your info kit at 1-734-214-4767 or log onto www.epa.gov/smartway.



A new voluntary program from the U.S. Environmental Protection Agency

CALCULATE YOUR SAVINGS TO THE ENVIRONMENT. TO YOUR BOTTOM LINE.



For logistics managers, SmartWay can add up to 7% in fuel savings.

SmartWay Transport helps shippers and for-hire carriers lower greenhouse gases and other emissions, while at the same time giving the average truck a fuel savings of \$2,000 per year.

To find out more about this new partnership, call for your info kit at 1-734-214-4767 or log onto www.epa.gov/smartway.



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PSA Campaign

ATTENTION SHIPPING CUSTOMERS



Shopping for the smartest way to transport your products? Ship SmartWay and save 7% on fuel.

SmartWay Transport helps shippers and for-hire carriers lower greenhouse gases and other emissions, while at the same time giving the average truck a fuel savings of \$2,000 per year.

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A new voluntary program from the U.S. Environmental Protection Agency

BOXED IN?



With margins so fragile you need smarter solutions, like SmartWay.

SmartWay Transport helps shippers and for-hire carriers lower greenhouse gases and other emissions, while at the same time giving the average truck a fuel savings of \$2,000 per year.

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Public Recognition

The SmartWay Transport logo

- The EPA SmartWay logo is a mark of <u>cleaner</u> transportation
- Like Energy Star, the SmartWay Transport Partner logo identifies the Partner as a responsible corporate citizen and environmental steward





Public Recognition





Raises public awareness that trucks are integral to the economy

Raises Public awareness that some trucking companies & shippers are doing more as corporate citizens



Using the SmartWay Transport Partner Logo





December 3, 2003

Data Normandin President Brauss Express 10 Tandem Way Hopadala, MA 01747

Dear Date:

RE: EPA SmarfWay 254 Pro gram

The Home Depotency to minimize its nationmental footprint. A key focus of our entironmental effort is induction of emissions in lated to finight handling. Accordingly, The Home Depot has elacted to become a charter number of a new FPA Pro gram called "SmartWay Tearport".

SmarfWaySM Iransport is a columbary partnership program that establishes a frame work and set of those for shippers and carriers to work to getter to measurably induce general-way general-sizes. As a Shipper member of SmarfWay, The Home Depot commit to increasing the percentage of our goods moving on SmarfWaySM Iransport carriers were the next three years. Carriers become SmarfWay Iransport Partners by committing to improve the true efficiency with innovative technologies and management practices. SmarfWaySM Iransport carriers meaning technical and beginned support from the HPA including an Huiss into Calculator tool, listing onto star of carriers members, fact sheet and technology bulktins, and personal assistance with emissions induction effort.

The Home Depots troughy encourages all its carrier partners to join SmarfWaySM Transport. Your participation in SmarfWaySM will provide tangible benefits:

- Fun1 Savings
- Long Imm Cost Savings
- Preference in THD Logistics Souncing activity.
- "Gman" Image appeals to anticommentally conscious customers such as IHD as well
 as to growing groups of anticommentally conscious innectors
- Included and infrastructure support from EPA
- Rally around an industry standard for guesshows gas smissions performance reporting

Visit <u>www.apa.go.t/smartway/hans-port</u> for more information on the pro-gram. Should you have specific questions you may contact Matt Payme (784) 214-4574 at the EPA or Emily Ross, 13293 at the Home Depot.

| Since no ly:

Wayne G. Paul

Vice President Transportation Services

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BULK TRIP REPORT



24-HOUR TRANSPORTATION EMERGENCY CONTACT CHEMTREC 1-800-424-9300 OR 1-202-483-7616

REPORT NO ·	DATE:	

DRIVER DATA		LOG HOURS					
	# CLOCK NO. NAME			DAY 1	DAY 2	DAY 3	
	1			ON-DUTY DRIVING (PAID)			
	2			ON-DUTY NON-DRIVING (PAID)			
	TRACTOR NO.:		OFF DUTY PAID				
			TOTAL PAID HOURS				
	TRAILER OUT:		LUNCH/LAYOVER NOT-PAID				
	TRAIL	ER IN:		TOTAL TRIP HOURS			
	PRODUCT: Check One HAZARDOUS			JS MATERIAL INFOR	MATION		cle One: or One Tube Traller

PRODUCT, CITECK OTTE		One cargo rank of one rube franei
UN 1951, ARGON, REFRIGERATED LIQUID	2.2 NONFLAMMABLE GAS	SCF
UN 1977, NITROGEN, REFRIGERATED LIQUID	2.2 NONFLAMMABLE GAS	SCF
UN 1073, OXYGEN, REFRIGERATED LIQUID	2.2 (5.1) NONFLAMMABLE GAS	SCF
UN 2187, CARBON DIOXIDE, REFRIGERATED LIQUID	2.2 NONFLAMMABLE GAS	LBS
UN 1049, HYDROGEN, COMPRESSED	2.1 FLAMMABLE GAS	SCF
UN 1046, HELIUM, COMPRESSED	2.2 NONFLAMMABLE GAS	SCF
UN 1066, NITROGEN, COMPRESSED	2.2 NONFLAMMABLE GAS	SCF
CANADA SHIPMENTS: NET QUANTITY MUST BE ACCURATE AT ALL TIMES		

ANADA SHIPMENTS; NET QUANTITY MUST BE ACCURATE AT ALL TIMES						
LOAD WEIGHTS:	BEFORE TRIP:	AFTER TRIP:	DELIVERED:			

	TRIP INFORMATION								
SEQ.	TANK ID#	CUSTOMER NAME	ORDER NUMBER	TIME	TIME	INCHES START FINISH		U/M	QTY.

SPECIAL INSTRUCTIONS:						

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Using the SmartWay Transport Partner Logo



Using the SmartWay Transport Partner Logo





THANK YOU FOR HELPING US WORK TOWARDS A CLEANER ENVIRONMENT.

Wrap Up

What are the Partners saying?

"We believe that cooperative initiatives, such as SmartWay Transport, are an important step toward measuring and reducing our environmental ground transportation footprint."

-- Michael Bertolucci, Senior VP, Interface, Inc.

"This program gives us the opportunity to work with our carriers and logistics centers to develop practices and technologies that significantly benefit the environment."

-- Mark Servidio, VP, Sharp Electronics

What are the Partners saying?

"The very worst thing that'll happen to you is you'll save fuel, which means you'll make more money."

-- Dave Berry, VP, Swift Transportation



www.epa.gov/smartway

For More Information Contact:

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